

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 250653Z SEP 75

FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 4689

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

LIMITED OFFICIAL USE DAMASCUS 3737

STATE PASS COMMERCE/CAGNE

E.O. 11652: N/A

TAGS: BTIO, BEXP, ETEL, ESTC, SY

SUBJECT: SYRIAN ARAB NEWS AGENCY DESIRE TO PURCHASE

SSB RADIO NETWORK

1. SYRIAN AP CORRESPONDENT LOUIS FARES HAS MADE CONFIDENTIAL APPROACH TO EMBASSY HE SAYS ON BEHALF OF DIRECTOR GENERAL DR. SABER FALHOUT OF SYRIAN ARAB NEWS AGENCY (SANA) REQUESTING INFORMATION FOR PURCHASE OF AMERICAN MANUFACTURED SSB VOICE RADIO EQUIPMENT TO SANA MAY ESTABLISH RADIO CONTACT WITH ITS OVERSEAS CORRESPONDENTS. FARES SAYS SANA HAS CASH IN HAND FOR THIS SIZEABLE PURCHASE, WANTS TO CONCLUDE QUIET, NEGOTIATED CONTRACT SOON AND WILL NOT BE ISSUING INTERNATIONAL TENDER.

2. FARES SAYS HIS ROLE IS ONLY TO PASS INITIAL COMPANY MATERIAL RECEIVED BY EMBASSY TO FALHOUT SO AS TO ENHANCE FARES' CONTACT WITH SANA, AND FARES DOES NOT RPT NOT WANT TO PLAY COMMISSION AGENT ROLE. IF COMPANY REPS VISIT DAMASCUS, THEY WOULD BE PUT DIRECTLY IN TOUCH WITH FALHOUT AND SANA TECHNICIANS.

3. SUCH SSB NETWORK WOULD PROVIDE TWO-WAY VOICE COMMUNICATIONS BETWEEN DAMASCUS AND ARAB CAPITALS AS FAR AWAY AS RABAT.

4. ACTION REQUESTED:

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STATE AND COMMERCE CONTACT COMPANIES SUCH AS COLLINS,

MOTOROLA, RCA, ITT AND RF COMMUNICATIONS (ALL OF WHOM HAVE VISITED OR ARE AWARE OF SYRIAN MARKET) AND OTHER APPROPRIATE FIRMS AND INFORM THEM OF SANA DESIRE AND REQUEST THEY SEND APPROPRIATE LITERATURE AND IF POSSIBLE GENERAL PRICE QUOTATIONS TO EMBASSY VIA DEPARTMENT AND AIR POUCH, ATTN. ECON. OFFICER, WHO WILL PASS SUCH MATERIAL THROUGH FARES TO FALHOUT AND THEN WILL FOLLOW UP WITH DIRECT APPROACH TO FALHOUT. IF CO. REPS IN AREA, SUGGEST THEY VISIT DAMASCUS IN ORDER TO CALL ON FALHOUT DIRECTLY.

B. FOR BEIRUT AND TEHRAN: FARES SAYS FALHOUT AND SANA PREFER TO DEAL DIRECTLY WITH AMERICAN REPS OF APPROPRIATE FIRMS, RATHER THAN FOREIGN NATIONALS, AND THUS WOULD PREFER THAT CONTACT BE MADE WITH AMERICANS IN REGIONAL OFFICES OF MOTOROLA, COLLINS, ETC., AND THAT THEY BE ADVISED THAT SANA PREFERS TO DEAL DIRECTLY WITH SUCH REPS.

C. ALL ADDRESSEES: INTERIM CABLE REPLY RE COMPANY INTEREST WOULD BE APPRECIATED, ALONG WITH ANY FURTHER DETAILS COMPANIES MIGHT NEED RE SANA'S REQUIREMENTS.

MURPHY

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